

MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE I - FOUNDATION SUPPORT OF UNIVERSITY
as of June 30, 2016 (unaudited)

	FY2016	FY2015 ^[6]	FY2014 ^[6]
Foundation Funds Supporting University ^[1]			
Scholarships	\$ 4,117,147	\$ 3,266,816	\$ 3,201,470
Programmatic	\$ 5,493,879	\$ 3,974,127	\$ 3,522,641
Capital	\$ 9,776,992	\$ 8,152,853	\$ 11,912,173
Other	\$ 35,000	\$ 125,000	\$ 125,000
Contracted Services ^[2]	\$ 467,720	\$ 399,106	\$ 506,526
Total Foundation Funds	\$ 19,890,738	\$ 15,917,902	\$ 19,267,810
University Funds to Foundation			
Advancement Services ^{[3][4]}	\$ 1,575,000	\$ 1,200,000	\$ 1,250,000
Investment Administrative Fee ^[5]	\$ 148,060	\$ 166,411	\$ 152,231
Total University and University-Directed Funds	\$ 1,723,060	\$ 1,366,411	\$ 1,402,231
Net Foundation Funds to University	\$ 18,167,678	\$ 14,551,491	\$ 17,865,579

[1] Foundation owned funds transferred to/in support of the university

[2] Foundation payments for services rendered by the university

[3] University payments to foundation per 2016 Operating Agreement along with additional campaign support

[4] Per 2016 Operating Agreement, contracted services include development, investment management, alumni relations, events, and other services

[5] Investment management fees assessed on university owned funds managed by the foundation

[6] Prior periods may have been slightly adjusted to reflect audited numbers

MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE II - Investment Management
as of June 30, 2016 (unaudited)

	FY 2016	FY 2015	FY 2014	
<u>Long Term Investment Portfolio Balance</u>				
Foundation Funds	\$ 137,734,054	\$ 143,260,864	\$ 143,138,627	
Agency Funds ^[1]	\$ 7,336,385	\$ 7,969,062	\$ 8,187,249	
Related Agency Funds ^[2]	\$ 1,874,849	\$ 1,563,388	\$ 1,595,117	
TOTAL	\$ 146,945,288	\$ 152,793,314	\$ 152,920,993	
	<u>Annualized Return - FY 2016</u>			
	1 Yr.	3 Yr.	5 Yr.	10 Yr.
Long Term Investment Portfolio Balance	-1.8%	4.5%	4.9%	4.5%
Benchmark ^{[3][4]}	1.1%	6.7%	7.0%	6.2%

[1] Funds owned by the university

[2] Funds owned by a third party agency or other university affiliated 501c3

[3] Investment benchmark determined by governing board of foundation

[4] MSUAF Investment Policy Benchmark consists of 22.5% Russell 3000, 22.5% MSCI All Country World Ex-US, 20% Citigroup 3 Month T-Bills +5%, 10% CPI +5%, 10% Barclays AGG, 15% Russell 3000 +2%

MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE III - SELECTED PERFORMANCE METRICS

as of June 30, 2016 (unaudited)

	FY 2016	FY2015	FY2014
DEVELOPMENT SERVICES			
<u>Fundraising</u>			
Gifts & Pledges			
> \$10,000	245 \$ 26,003,314	228 \$ 9,682,185	229 \$ 17,205,881
\$1,000 - \$10,000	1,414 \$ 2,585,382	736 \$ 1,677,204	660 \$ 1,622,996
< \$1,000	10,405 \$ 1,603,820	8,452 \$ 866,260	8,426 \$ 821,838
Conditional Pledges ^[1]	52 \$ 6,393,302	51 \$ 18,314,932	42 \$ 48,842,753
Total ^[2]	12,116 \$ 36,585,818	9,467 \$ 30,540,581	9,357 \$ 68,493,468
<u>Invested</u>			
% Endowed	44.6% \$ 16,332,005	41.3% \$ 12,625,399	15.4% \$ 10,535,802
% Current	55.4% \$ 20,253,813	58.7% \$ 17,915,182	84.6% \$ 57,957,666
Total	\$ 36,585,818	\$ 30,540,581	\$ 68,493,468
<u>Restriction</u>			
% Restricted	99.6% \$ 36,439,138	94.7% \$ 28,937,135	98.4% \$ 67,414,178
% Non-Restricted	0.4% \$ 146,680	5.3% \$ 1,603,446	1.6% \$ 1,079,290
Total	\$ 36,585,818	\$ 30,540,581	\$ 68,493,468
<u>Purpose</u>			
% Scholarships	22.7% \$ 8,302,563	21.9% \$ 6,680,574	7.8% \$ 5,331,353
% Programmatic	53.4% \$ 19,549,525	60.3% \$ 18,403,666	17.2% \$ 11,767,138
% Capital	23.9% \$ 8,733,729	17.9% \$ 5,456,341	75.0% \$ 51,394,977
Total	\$ 36,585,818	\$ 30,540,581	\$ 68,493,468
<u>Other Activities</u>			
Donor Funds	1,717 \$ 169,636,763	1,672 \$ 177,313,752	1,590 \$ 179,308,865
Distributions	4,716 \$ 19,388,018	4,829 \$ 15,393,796	5,368 \$ 18,636,284
Receipts & Acknowledgements	21,944	22,113	20,082
ALUMNI SERVICES			
<u>Membership</u>			
Annual	3,493	3,665	4,117
Life	8,112	8,006	7,856
Total	11,605	11,671	11,973
<u>New Membership</u>			
Annual	760	796	1,435
Life	80	114	209
Upgraded	132	139	262
<u>Other Measures</u>			
Alumni Donors	4,869	4,173	4,197

[1] Conditional pledges, documented bequests, and revocable commitments.

[2] Figures do not include revenues or transactions from Alumni Association dues or agency/other university affiliated 501c3 funds